

# BUS & COACH BUYER

20 OCTOBER 1995

ISSUE 329

**LET'S TALK NOW  
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♦ 1984 Leyland Royal Tiger Doyen - 47 recliners, toilet, kitchen power door, PA  
TV/Video, remoquetteed and repainted recently

♦ 1986 Bova Futura -  
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♦ 1987 Scania K112/  
Jonckheere P.50 - 57 seats, courier, Telma, double glazed, radio/PA

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EYMS buy Stagecoach Manchester

Huge Stagecoach order



Coach & Bus '95 — Show Report

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**DailyBus 59.12.** The first minibus chassis to DPTAC 97 specification at an economic price.

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# QUALITY

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FOR

# SERVICE



RETAILER OF PLAXTON COACHES

## OVER £95,000

BOVA FUTURA	H624 FUT	51 STR	EXTRAS: CST, CCD, D BUNK
DENNIS JAVELIN 240 PREMIERE 320	L837 LRM	53 STR	EXTRAS: RS, DG, PD, C, MTR, SL
VOLVO B10M PARAMOUNT 3500	H853 AHS	53 STR	EXTRAS: RS, AR, CDT, CCD, CS
VOLVO B10M PREMIERE 350	J718 CWT	48 STR	EXTRAS: AIR CON, RST, RCD, TELMA
VOLVO B10M EXCALIBUR	J734 CWT	50 STR	EXTRAS: RS, DG, TEL, C, RCD
VOLVO B10M EGS PREMIERE 350	J751CWT	50 STR	EXTRAS: RS, DG, EGS GEAR BOX, RCD, AIRCRAFT LOCKERS, C, TELMA
VOLVO B10M PREMIERE 350	K21 OUY	49 STR	EXTRAS: CDT, CCD, TELMA, CS
VOLVO B10M PREMIERE 350	K624 FEC	49 STR	EXTRAS: CCD, CDT, CS, DG, AR, RS, CTG, WB
VOLVO B10M JONCKHEERE	K861 NST	51 STR	EXTRAS: CURTAINS, RST, DG, RS, AR, R & PA, WB, CS, RCD, MTR, FRIDGE

CHOICE OF 4

CHOICE OF 2

CHOICE OF 2

## £75,000 - £95,000

DAF VAN HOOL ALIZEE	MIW 2418	51 STR	EXTRAS: CS, CCD, CST, RE-PAINTED WHITE
DAF PARAMOUNT 3500	G555 JAW	49 STR	EXTRAS: WEB, CS, RCD, RST, TV & V, WB
LEYLAND TIGER 290 PARAMOUNT 3200	H642 GRO	53 STR	
VOLVO B10MT PARAMOUNT 4000	F710 COA	65 STR	EXTRAS: TOILET, WB, RS, VIDEO, 5 MONITORS, DG, CURTAINS, BLINDS
VOLVO B10M PARAMOUNT 3500	F613 MBT	48 STR	EXTRAS: TELMA, TOILET
VOLVO B10M PARAMOUNT 3500	F255 BHF	51 STR	EXTRAS: RS, CS, TELMA, MTR, AIRCRAFT LOCKERS, SALOON, TOILET
VOLVO B10M GL PARAMOUNT 3500	F24 HGG	53 STR	EXTRAS: CDT, RS, CS, BTW, CCD, MTR, AIRCRAFT LOCKERS
VOLVO B10M ZF PARAMOUNT 3500	F256 BHF	53 STR	EXTRAS: RS, AR, DG, TELMA, PA, AIRCRAFT LOCKERS, MTR
VOLVO B10M GL PARAMOUNT 3500	G517 LWU	50 STR	EXTRAS: RS, AR, DC, RCD, DG, TEL, WEB, R, PA, PD, AIRCRAFT LOCKERS
VOLVO B10M PARAMOUNT 3500	G342 FFX	51 STR	EXTRAS: C, T, SOLID REAR PANEL
VOLVO B10M PARAMOUNT 3500	G32 TCU	53 STR	EXTRAS: C
VOLVO B10M GL PARAMOUNT 3500	G66 RGG	53 STR	EXTRAS: RS, CDT, CS, BTW, CCD, MTR, AIRCRAFT LOCKERS
VOLVO B10M PARAMOUNT 3500	G561 VHY	49 STR	EXTRAS: CURTAINS, TACHO, CREW SEAT

CHOICE OF 2

## £55,000 - £75,000

DAF CAETANO ALGARVE	E168 KNH	49 STR	EXTRAS: TV, V, CM, CDT, C, CS
DAF JONCKHEERE P599	E870 DJO	49 STR	EXTRAS: SL, R, PA, WD, CS, CST, DG, PD
DAF PARAMOUNT 3500	F203 DRN	51 STR	EXTRAS: RST, RCD, CM
DENNIS DUPLE 320	G49 HDW	57 STR	EXTRAS: PD, AR, RS, RCD, C R & PA
DENNIS DUPLE 320	G202 DSK	53 STR	EXTRAS: RST, C, RCD
LEYLAND TIGER PARAMOUNT 3500	F304 JFT	49 STR	EXTRAS: RST, RCD, RS, CS, DG, TEL, AIRCRAFT LOCKERS, CM
LEYLAND TIGER PARAMOUNT 3500	F770 GNA	49 STR	EXTRAS: RST, RS, PD
VOLVO B10M PARAMOUNT 3500	E235 VOC	49 STR	EXTRAS: CDT, CS, CCD
VOLVO B10M GL PARAMOUNT 3200	E318 UUB	51 STR	EXTRAS: RST, RS, AR, MTR, R & PA
VOLVO B10M DUPLE 340	G450 DSB	55 STR	EXTRAS: PD, CCD

CHOICE OF 5

## UNDER £55,000

BEDFORD OB DUPLE VISTA	KKN 752	29 STR	
DAF MB200 VAN HOOL	JBZ 2079	48 STR	EXTRAS: C, BTW, DRINK MASTER, W, TV, V, CCD, PD, DRIVERS, FAN
DAF MB2300 DKFL VAN HOOL	JBZ 2078	49 STR	EXTRAS: TV, V, CS, PD, CCD, WB, TOILET
DAF CAETANO ALGARVE	C170 WKS	50 STR	EXTRAS: RS, AR, SL, R, PA, RCD, RST
FORD R1114 DUPLE DOMINANT II	SYU 738S	53 STR	EXTRAS: POWER DOOR
FORD R1114 DUPLE DOMINANT II	BRO 483T	53 STR	
LEYLAND TIGER DUPLE GOLDLINER	UDW 901Y	51 STR	EXTRAS: RS, PD
LEYLAND TIGER PARAMOUNT 3500	A850 UYM	49 STR	EXTRAS: CCD, CST, PLUG DOOR, CS, 4 EXTRA SEATS
LEYLAND TIGER PARAMOUNT 3500	1294 RU	49 STR	EXTRAS: PD, CS, REAR O/S T, DB, WIRED FOR VIDEO
LEYLAND TIGER PARAMOUNT 3200	D592 MVR	53 STR	EXTRAS: RS, AR, SL
MERCEDES 608D WHITTAKER	C117 KMA	21 STR	
SETRA S215H	WPC 202X	53 STR	EXTRAS: CS
TOYOTA CAETANO OPTIMO	F714 EUG	21 STR	EXTRAS: POWER DOOR, TABLE, MTR, C, R, AR
TOYOTA CAETANO OPTIMO II	L 249 XRY	21 STR	EXTRAS: POWER DOOR, TABLE, MTR, RS, AR, R & PA, C

CHOICE OF 3

## ARRIVING SOON

DENNIS AUTO PARAMOUNT 3500	B849 OSB	55 STR	EXTRAS: MTR, RS, ATR
DENNIS AUTO PARAMOUNT 3500	B851 OSB	51 STR	EXTRAS: CHOICE OF 2
FORD R1114 DUPLE DOMINANT II	SHT 104S	53 STR	
FORD R1114 DUPLE DOMINANT II	VHU 204T	53 STR	
MERCEDES 609D WHITTAKER EUROPA	G846 MKY	24 STR	EXTRAS: JACK KNIFE DOOR, LOW BACK BUS SEATS

CHOICE OF 4

CHOICE OF 2

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# News

## Huge Stagecoach order

Stagecoach Holdings is to buy 1050 additional vehicles from a variety of body and chassis manufacturers for its British and overseas subsidiaries. All will be delivered during 1996. The UK orders account for 880 vehicles and have already been placed. They consist of 400 Alexander bodied Mercedes-Benz 709D minibuses, 240 Leyland Olympians with Voith transmissions of which 100 will be Alexander RS bodied and 140 will Northern Counties Palatines, 100 Alexander Dash bodied Dennis Darts, 60 Volvo B10M Plaxton Premiere Interurbans, 60 Volvo B10M Alexander PS types, 10 Volvo B10M Plaxton National Expressliners and 10 articulated Volvo B10Ms with Plaxton bodywork.

For overseas operations there are 170 orders. The African concerns will receive 60 single deckers, New Zealand operations will get 30 minibuses and 30 midibuses while the recently acquired Portuguese division will receive 50 single deckers

which will be bodied locally.

Perhaps the most surprising announcement within the order is that the company is to take articulated coaches for interurban express work, the first such vehicles to be purchased for use in Britain. The bodywork will be a 71 seat development of the Plaxton Premiere Interurban design which Stagecoach already operate.

Stagecoach Holdings director, Barry Hinckley, commented, 'We have over the last two years put 140 new Plaxton Interurban coaches on new services in many different parts of the country and there is no question that our customers recognise the comfort and convenience we offer, together with very competitive and attractive fares. Our experience suggests that the introduction of articulated coaches will be a cost effective way of increasing capacity on the busiest of these services while still maintaining high service quality.'

## EYMS buy Stagecoach Manchester

East Yorkshire Motor Services are to buy the Stagecoach Manchester operation from Stagecoach Holdings. After a recent downscaling, the company operates 13 buses from the premises of Manchester Truck & Bus in Bredbury. EYMS plan to continue operating from this base using the same trading name. The key route Stagecoach Manchester operates is the 192 between Manchester and Hazel Grove, a route which another EYMS subsidiary, Finglands, also operates.

## Coaches Vandalised

Coach vandalism has reared its head once more in Blackpool. Sixteen coaches were badly damaged this week in the Abbotts secure coach park. Last year over 300 coaches were attacked in the town.

## Tougher eye-sight standards

Tougher eyesight standards are to be introduced from next summer and existing bus and truck drivers failing the new standard may be unable to renew their licences upon expiry.

The announcement was made by Steven Norris, Minister for Road Safety and London when he confirmed the introduction of the Second EC Driving Licence Directive which will come into force on 1 July 1996. Grandfather rights to continue driving will cease on this date although drivers can retain present entitlement until their current licences expire.

## Expocoach moves to the NEC

Expocoach '96 is moving to the National Exhibition Centre at Birmingham to cater for higher demand for space from exhibitors and to attract a higher attendance. The dates are from 1 to 3 October 1996 and the exhibition will take place in Hall 3. This offers over 10,000 square metres of exhibition space - around half that provided by Hall 5 which is used for Coach & Bus exhibitions.



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Front Cover:

Optare's new Excel lowfloor bus which was seen for the first time in public at Coach & Bus '95

## Wrights announce Liberator

Wrights of Ballymena are to offer a new body which can be mounted on chassis designs which have a full length low floor. Called the Liberator, the new body will be built using Alusuisse techniques and have many parts in common with the existing Wrights model range. Production will start in the Spring of 1996. The maximum capacity of the vehicle will be 70 of whom 46 will be seated.

A statement from the company said, 'The first exam-

ples will be built on a 12 metre Volvo B10L chassis selected by Greater Manchester North for its fleet. GMB North has recently purchased another low floor product from Wrights in the shape of a Volvo B6LE Crusader which is being evaluated on a variety of urban and interurban services in order that the company can determine the potential for replacing double deckers with accessible midibuses.

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# Duffields Want More Buses

Paul Dade is Product Support Manager at the Cambridge depot of Duffields. On the window ledge of his office is a large model of an articulated Volvo truck. On the side of the box van bodywork is signwritten: 'Paul Dade - battered, demented, but thankfully never beaten.'

It sums up the all-action life of a man responsible for parts and service on trucks, buses and coaches in a typical Volvo Dealership.

Duffields was one of the original Volvo Dealers and now has outlets in Cambridge, Ipswich, Felixstowe, Bury St Edmunds, Thetford, Great Yarmouth, Enfield, Norwich and Wisbech. It is a large territory with a mix of local and through traffic.

A Wisbech man, Paul left school on a Friday in 1976 and started work as an apprentice with Duffields the following Monday. He qualified and worked his way up as a technician, shift foreman and service manager, and therefore has tremendous practical experience.

'All the branches had been used to handling Volvo coaches, because many of the parts were similar to trucks. We became a Bus Service Dealer in 1990 and additionally went through training programmes and invested in parts for Leylands. We, Enfield and Yarmouth are the Leyland specialists in the group.'

'Volvo stood by Leyland and has invested a lot of time and effort in making sure that customers are supported. We are in the front line here, but



**Duffield's Cambridge premises**

we get great back-up from Warwick when we need it.' Duffields open at Cambridge at 6.00am on Monday mornings and close at 17.00 on Saturdays. Paul says: 'Many truck owners drop their vehicles off in the evening for a repair or service and pick them up in the morning. They don't lose any work or sleep.'

'The truck people have found that they cannot justify expensive repair staff and equipment which is not fully used and they trust us to do the work for them. We have £250,000 worth of parts in stock at any one time. What operator can afford that investment? And, if we don't have the part, we can find it quickly in another Duffield branch, or from Volvo.'

'The bus and coach industry is getting the same message, and we are seeing growth in this side of business. Some coach companies think that we are going to get inside a lovely clean vehicle and get oil and grease all over it.'

'I can give you two answers to that. We don't go past the driver's seat unless it is absolutely essential, and then we take great care, using floor mats. Secondly, you want to see the inside of some of the latest Volvo trucks. Drivers live

and sleep in them for most of the week, and are very house-proud. Our staff are fully trained to know all about cleanliness!'

There is a low level of unemployment in Cambridge and Paul finds it difficult to get technicians. Duffields runs its own apprentice training scheme, working closely with Volvo and a good facility at a subsidiary of Marshalls in Cambridge.

Duffields are aware of the differences between trucks and buses. 'Most of a truck is made by Volvo and we know it like the back of our hand. Probably only 50% of a bus or coach comes from Volvo, but it has a Volvo badge on the front and that is important to us. We have taken in some major accident work and we have built relationships with the bodybuilders.'

Paul wants to bring in more bus and coach work. 'We have proved we can handle it. We have worked with top names like Cyril Kenzie and Premier Travel. I reckon buses and coaches now account for 40% of our workshop throughput. They take up more space, but they last much longer than trucks, so it's a side of the business that we are keen to develop.'

'Just as an example, we have invested a small fortune in diagnostic equipment for ZF automatic gearboxes. A quick check and a few minor adjustments can soon save a fortune in fuel costs and repair bills.'

'I'll tell you a funny thing. When we do work for a truck operator, he is happy to receive a summary invoice with the labour costs and the parts used. Some bus people want a fully documented list of what we have done. Fine - we can handle that.'

'I could go on and on. We deliver parts daily from our vans. We call back to customers with progress reports. We will work on their premises if they want. We work with other Volvo Dealers to help our customers if they need assistance outside our area. We are interested in getting into contract maintenance, because we are equipped for it. We know and understand buses and coaches.'

Norman McIlwraith, General Manager After market at Warwick says: 'I have every confidence in the ability of Paul and Duffields to look after customers. Just remember that he is one of a couple of dozen similarly qualified and helpful people in our national network of Bus Service Dealers. You could say the same about any one of them. We in Volvo have set the standards in bus and coach aftermarket support and I look forward to more and more operators finding out the benefits of using our Dealer Network.'

# Volvo News

## Stagecoach Orders 240 Olympians



**A Selkent Olympian in London**

At Coach & Bus '95, Stagecoach Holdings confirmed a massive order for 240 Olympians to be delivered in 1996. The two London subsidiaries, Selkent and East London, will take 140 with Northern Counties bodywork. The balance of 100 will have Alexander bodies and will be distributed around other Stagecoach subsidiaries.

This order has to be put into perspective. In 1994, total double deck registrations in the United Kingdom were only 189 units, including Stagecoach. Sandy Glennie is enthusiastic about the latest order. 'The double deck bus has a definite role in the British Isles, and the Stagecoach order is proof of our confidence in the concept. The Olympian might be a fifteen year old design, but it has proved itself in some of the toughest operating conditions in the world and that experience has been continually fed back to our engineers, so that the latest Olympian is streets ahead of the early models. The current Volvo-ised Olympian is far and away the best selling double decker in the world.'

Barry Hinkley, an Executive Director of Stagecoach and Chairman of Selkent, one of the Group's two London fleets, endorses Olympian. 'We have been buying Olympians since 1988 and you will find them right across the Group. We

have worked closely with Volvo to develop specifications which meet our traffic requirements and are easy to maintain.' The new order is for long wheelbase models with Volvo engines which comply with Euro 2, coupled to the latest Voith D863.3 electronic automatic gearbox.

Barry Hinkley says: 'We inherited a lot of old double deckers when we bought our London companies, and they are very expensive to maintain.'

'We have to renew the image of the London fleets and encourage more people out of cars onto buses. We can only do that if we buy new buses, but there is no point in putting them into depots two or three at a time. Nobody benefits.'

'Our experience is that, when we put large numbers of new buses into a depot, we get substantial savings in engineering costs, and just as big gains in vehicle availability. Also, the travelling public takes notice when they see lots of new buses, and we consistently experience improved passenger loadings, bucking the national trend of declining use of buses.'

'The Olympian is far and away the best vehicle for moving large numbers of passengers on high density routes and I am confident that they will bring major benefits to the reliability and profitability of our London operations.'



**One of the new Frontline Support vans.**

## Frontline Support

Volvo Bus has bought a fleet of ten new vans which are packed with the latest diagnostic equipment and will be used to support products on customers' premises.

Derek Mayor is Fleet Field Manager and in charge of the scheme. 'We talk to our customers all the time and found some concern about the complexity of modern electronic systems which are necessary to comply with legislation. It is not always convenient to visit a Dealer, even though they have all the diagnostic equipment, so the vans fill a mobile role, in every sense.'

'They are owned by Volvo Bus but will be put out to selected Dealers, under the control of highly trained technicians. The vans have work benches, computers and other diagnostic equipment, capable of working on electronic engine, gearbox and suspension control systems, ABS, and electric, hydraulic and air supplies. By retaining ownership of the vans, we can put them out where there is demand and move them around the network if necessary. It is a vital part of our philosophy of helping customers to get maximum utilisation of Volvo buses and coaches.'

## Maurice Brown Moves to Sweden

For the last three years, Maurice Brown has been the vital engineering link at Warwick between Sales, customers, bodybuilders and Volvo Bus Corporation in Sweden. It has been a demanding task in an innovative period which has seen the introduction of several new models.

On 1 December, Maurice and his wife, Carol, will move to Gothenburg, where Maurice will take on a similar but wider task, working not only with the UK, but several continental countries.

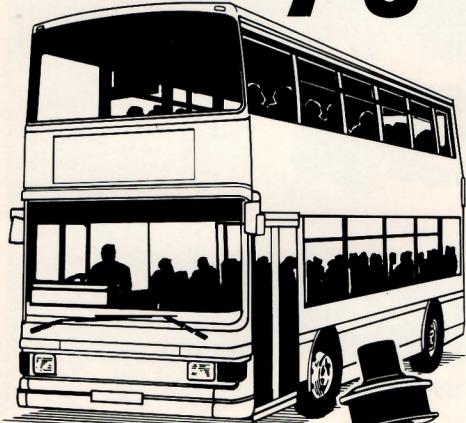
Maurice is looking forward to the new experience. 'It's a challenge, but the man who was doing the job is moving

internally, and we wanted to be sure about continuity. Bill Russell told the Swedes that they needed someone like me and the next thing I got was a job offer!'

Bringing practical market experience to the headquarters will be a major benefit, and the team at Warwick will keep me constantly aware of the customers' needs.'

Maurice is likely to be in Sweden for a two to three year period. 'We have just done up an old barn near Warwick, and it will be a wrench to let that out, but we are both booked on Swedish language courses and are looking forward to the move.'

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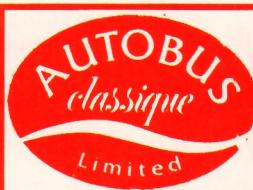
The benefits are recognised by many famous names including Auwarter Neoplan, Bluebird, Bova, DAF, Dennis, Kässbohrer, Leyland, MAN, Optare, Scania, Van Hool, Volvo, etc.

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# News

## Clean & Green Bus Guide launched

The second edition of the National Federation of Bus Users' publication The Clean and Green Bus Guide was launched at Coach & Bus '95. Edited by NFBU chairman, Caroline Cahm and sponsored by Volvo Bus with additional help provided by the TAS Partnership and FWT, the guide looks at what can be done and what the industry is doing to minimise the environmental impact of the bus and maximise its attractiveness to passengers. Regional tables give extensive details on the activities of 79 bus operations, with regard to the impact their vehicles have on the environment, and the standard of cleanliness passengers can expect to experience.

Editor's comment. A thoroughly worthwhile and well put together publication, I can only agree with Veronica Palmer, director general of CPT, who said, 'This guide provides essential reading for everyone concerned to promote the role of the bus industry in helping to reduce congestion and pollution in our towns and cities.'

## Champagne draw winner

Hansar finance has announced that the winner of its prize draw was J Sanzo of Eurotaxis, Bristol. He will be receiving a jeroboam of champagne shortly. Hansar extend their thanks to all who took part in the draw and for their support at Coach & Bus '95.

## Dennis opens Customer Services Centre

Dennis Specialist Vehicles has opened its new Customer Services Centre, a multi-million pound facility, to strengthen its after sales support. The new department is under the control of David Berry who rejoins Dennis (from Shearings) as customer services director and it occupies 48,000 square feet. Supporting David Berry will be Mike Bishop - general service manager, and Andy Plumley - parts manager.

The new centre, located at Opus Park, Moorfield Road, Guildford, will house all the spare parts and release space at the Guildford production facility. It will also be used as a marshalling centre for CKD parts prior to export. Dennis has also purchased a 2.7 acre site adjacent to its existing factory which is intended for future developments.

## Joint lowfloor from MAN and Marshall

MAN Truck & Bus UK Ltd and Marshalls are to set up a joint venture to produce a low floor 11.8 metre bus for the UK market. The first models are expected to be available during the second quarter of 1996. They will be based on the latest MAN NL222FR chassis, a development of the earlier NL203FR but with a Euro 2 engine. The passenger capacity is expected to be up to 75.

## Wrights to expand factory

Robert Wright & Sons of Ballymena are to spend £2 million over the next 12 months on expanding their factory premises. Extra land adjacent to the existing premises has been purchased and on it will be erected a further 27,000 square feet of buildings, in addition to the 64,000 square feet already in operation. This latest expansion will make the factory two and a half times bigger than when it opened in 1990.

As part of the plan new production lines will be created, a state of the art paint facility will be installed and a dedicated development centre will be built. By reorganising production the capacity of the plant will be increased by 65% over existing levels.

Over 100 extra staff will be required of whom over 75% will be in place by the spring.

Construction work will be complete early in 1996 and the enlarged facility will be fully operational later in the year. The company stresses that production will continue uninterrupted throughout the period in which the factory extension is being built and commissioned. Among the work currently in hand is the order for Pathfinder bodied Volvo B10Bs placed by West Midlands Travel.

William Wright, MD, commented, 'We don't believe in standing still and are now planning to meet the changing travel needs and demands of the 21st century.'

## First DAF Premieres ordered

The first DAF SB3000WS chassis to be equipped with a Plaxton Premiere 350 body as a result of the recently announced joint venture between Plaxton and Hughes DAF is just about to enter the build process at Scarborough and already the first two such coaches have been ordered by customers.

One is to go to Bibby's of Ingleton, an enthusiastic operator of DAF coaches with an all DAF front line fleet, while Skills of Nottingham has added a DAF Premiere to an order for six Volvo B10M Premieres placed recently. The Skills coach will have full air conditioning and a ZF 5HP600 automatic transmission.

## New Wallace Arnold MD

Ken Meddes has been appointed managing director of Wallace Arnold Tours. Ken, 46, joined the company in 1982 following terms with ICI and British Steel. For the past ten years he has been Wallace Arnold's financial director.

Product director Bill Maxwell is to continue to be

responsible for all British and continental product as well as the sales and marketing of the company. Stephen Barber, the company's operations director will be keeping on his existing duties but will also take on the responsibility for the Wallace Arnold travel shops.



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# Show Report

# Coach & Bus '95

## SECTION ONE

### Stuart Jones looks at the vehicle exhibits

Living up to all the pre-show hype, Coach & Bus '95 was probably the most impressive line-up of bus and coach industry hardware ever assembled under one roof. There was something new on virtually every stand and much of this was not only new but genuinely innovative.

As ever there were trends and the most obvious concerned the floor level of buses. Two years ago there were only three low floor buses at the show and operator reaction was cool. This year, with over 300 low floor buses either operating or on order, the low floor has definitely arrived. And it isn't only full length saloons that have become more passenger friendly. Visitors to Birmingham could see a variety of low floor midibuses from Dennis, Optare and Volvo, an integral low floor 8.5m minibus from Marshall and even the first low floor double decker chassis from DAF, while the van based minibuses which it was thought would never meet DiPTAC 1997 are now able do so in some instances, as IVECO Ford and Mercedes Benz showed.

Price continues to be a major issue and it is noticeable that UK solutions to the low floor challenge cost around 60% of many of their continental counterparts. Among the more conventional buses the East Lancs bodied Spartan at £85,000 and the Indian built TATA DB709



**Marshall created considerable interest with the new Marshall Mini, an 8.5 metre long low floor integral bus powered by a Cummins B series engine with a price tag expected to be around the £60,000 mark.**



**Launched a week previously, Optare's Excel is a full width integral design featuring a Cummins B series engine and an Allison World Series transmission.**

**The first manufacturer to show a low floor double deck bus chassis in the UK was DAF which has developed a version of its DB250. Production of the bus, which is identical to the SB220 low floor from just ahead of the rear axle, will start next year.**

showed that adventurous operators can pay a lower initial purchase price if they wish to. In the coach market too, the continuing escalation in prices, made worse for many of the continental manufacturers by unfavourable exchange rates, continues to tempt manufacturers to develop less costly alternatives. One manifestation of this is the introduction of Caetano's Porto and WS Coachbuilder's Unistar which offer high capacity and a basic specification at an affordable price. Slightly more expensive within this field is the new Ikarus 350 on the DAF SB3000WS.

Coach designs appearing for the first time included the

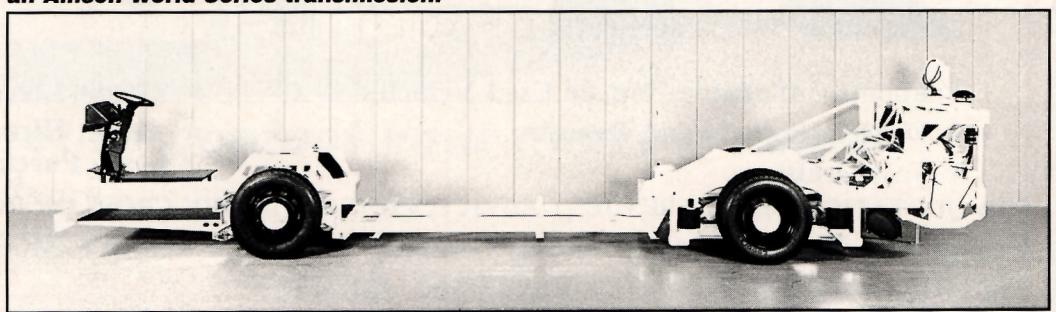
Mistral 50 from Jonckheere, the Beulas bodied IVECO EuroRider, the first Plaxton Excaliburs to be mounted on both the Dennis Javelin GX and Volvo B12T chassis, the 10 metre Eos 80 from Van Hool and from Kassbohrer Setra, the S315GT. Another trend is towards greater choice in the coachbuilt minibus market, with Robin Hood exhibiting the Cacciomali range, Autobus Classique's Nouvelle making its show debut and Buscraft's Impala appearing in the demonstration park on a Mercedes-Benz 814L.

#### The vehicles

Having highlighted some of the main trends I will now turn my attention to describing the exhibits shown on the stands and in the demonstration park, concentrating on what was new. In doing so I add the usual caveat that although I was at the show every minute it was open and a few more besides, there was so much to see that I could usefully have spent quite a while longer there.

#### Buses & Minibuses

As the low floor bus dominated the show it here that I have chosen to start with the new Marshall Minibus. At 8.5 metres long many would contend that this is not a minibus



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# Show Report

at all but a midibus, either way it is a most interesting vehicle which has created a lot of favourable comment. The floor height is 320mm reducing to 250mm by means of a kneeling device. Within an overall width of 2.37 metres, it can be arranged to accommodate a maximum of 30 seated and 12 standing passengers, though all manner of other configurations are possible to take account of wheelchairs which can board easily through the optional driver operated step ramp. I particularly liked the inclusion of two children's seats with full harnesses over the front wheelbox. Framing is in Krupp Nirosta 4003 stainless steel which Marshall claim has an expected corrosion free life of 25 years. Mechanically the engine is the 135bhp four cylinder version of the Cummins B series coupled to the Allison AT542 four speed automatic, the front axle being the GKN S46L. First deliveries are expected to be made in March 1996 and with a price tag understood to be



**The Plaxton Pointer Dennis Dart SLF in 9.2 metre dual door guise. This vehicle is soon to begin evaluation work with a number of London operators.**

around £60,000 it is perhaps not surprising that Marshall already claim to have letters of intent for over 30 vehicles. Marshall also announced that it is to work with MAN on the introduction of a full length low floor service bus.

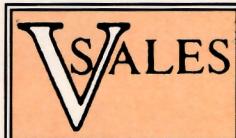
The low floor version of the Dennis Dart, the Dart SLF, has been extensively covered in earlier issues of B&CB so I'll be briefer than I otherwise

would have been. Three length options are offered on the SLF which is said to provide the biggest low floor area of the competing low floor midi designs. All three shown had Plaxton Pointer bodies in which the 800mm front throat between the wheelboxes is effectively enhanced by a further 120mm because of the way the drivers cab and wheelbox seats

are undercut. Further orders were placed at the show taking the total well over the 100 mark. The two door version carrying CentreWest colours featured a powered ramp at the centre door but it was interesting that those in wheelchairs appeared to prefer the front door. Also new from Dennis was the Lance double decker developed from the Lance single decker which was shown in Nottingham City Transport colours with bodywork by Northern Counties. Weighing around a tonne less than conventional deckers, the air suspended Lance offers a considerable carrying capacity of up to 82 forward facing seats. A Cummins C series engine coupled to a ZF automatic gearbox is standard.

Tucked away in a corner was the only Dennis Lance SLF low floor bus at the NEC, one of the large batch of Berkhof bodied vehicles for BAA's airport duties.

Optare's Excel appeared alongside a Prisma bodied Mercedes Benz 0405 and, in the Trent colours, the 2000th



## VOLVOS

1991 H VOLVO B10M IKARUS BLUE DANUBE 358, 49 reclining seats, centre sunken toilet with continental door, d/glazing, radio/PA, tested March '96.....	£62,500
1983 PP VOLVO B10M VAN HOOL ALIZEE H, 48 retrimmed reclining seats, courier seat, rear toilet, servery, continental door, bunk, Webasto .....	£37,500
1983 PP VOLVO B10M CAETANO ALGARVE, re-bodied 1986, 49 recliners, courier seat, centre offside toilet/continental door, radio/PA.....	£35,000
1983 A VOLVO B10M PLAXTON PARAMOUNT 3500, 49 reclining seats, courier seat, auto transmission, Webasto, d/glazed, boiler, fridge, wired for TV, test Aug 96.....	£32,500
1982 VOLVO B10M PLAXTON VIEWMASTER, 11 metre, express door, 51 seater, radio/PA.....	£20,000
1980 VOLVO B58 DUPLEX EXPRESS, 53 seater, new test, white, radio/PA.....	£9,500
1978 T VOLVO B58 SUPREME EXPRESS, 53 seats, power doors, new Test.....	£8,250

## OTHERS

1992 J KASSBOHRER SETRA S215HD, 49 reclining seats, courier seat, centre sunken toilet, TV/video, fridge, boiler, full air conditioning. Choice of two.....	£110,000
1990 SCANIA K113 PLAXTON 4000, 67 seater, 2 crew, washroom and toilet, double fridge, boiler, double glazed, Webasto, Telma, 4 monitors (Contract maintained by Scania dealer).....	£87,500
1990 H SCANIA K93 PLAXTON PARAMOUNT 3200, 57 seater, low driver, splitter gearbox, p/door, radio/PA, clean, new test .....	£62,500
1989 KASSBOHRER SETRA S215HD, 49 seats, courier, centre sunken toilet, TV video, retarder, boiler.....	£78,500
1989 F DAF SB3000 VAN HOOL ALIZEE, 49/53 reclining seats, courier, demountable centre sunken toilet, fridge, boiler, Webasto, d/glazed, radio/PA.....	£74,500
1987 DEC LEYLAND TIGER 260 PLAXTON PARAMOUNTS 57 seater, POD, radio/PA.....	£38,500
1986 PP NEOPLAN PLAXTON 4000, 71 seater, courier seat, Merc V10, ZF auto, servery, toilet, fridge, re-upholstered and repainted.....	£45,000

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1986 PP NEOPLAN CITYLINER, 49 reclining seats, centre sunken toilet, continental power door, radio, PA, TV, new recon engine fitted, repainted + repainted + white.....	£39,500
1986 PP NEOPLAN PLAXTON 4000 DOUBLE DECKER, 71 reclining seats, crew seat, servery, toilet, fridge, d/glazed, Gardner auto transmission, 5 TV monitors, new test.....	£37,500
1986 PP BEDFORD YMP PLAXTON PARAMOUNT 3200, 35 reclining seats, 2 tables, radio/PA.....	£26,500
1985 PP BOVA FUTURA, 49 reclining seats, courier seat, centre sunken toilet and continental door, boiler, d/glazed, radio/PA/TV, clean.....	£35,000
1985 B BEDFORD YNT PLAXTON PARAMOUNT 3200, 53 seater, POD, radio, PA, clean.....	£19,500
1983 Y DAF MB200 PLAXTON PARAMOUNT 3200, 53 E type seats, courier seat, Telma, POD, radio/PA, exceptional.....	£25,500
1983 BOVA EUROPA, 53 reclining seats, courier seat, curtains, Webasto, radio/PA, clean.....	£21,500
1982 X DAF SB2300 PLAXTON SUPREME, 53 retrimmed seats, splitter gearbox, tinted glass, radio PA, curtains, POD, clean.....	£12,500
1981 DAF MB200 PLAXTON SUPREME IV, 53 seater.....	£8,500
1980 PP FORD R1114 SUPREME IV, 53 seats.....	£3,900
1980 W LEYLAND LEOPARD DUPLE DOMINANT II, 57 seater, POD, recon engine, excellent condition.....	£10,000

## MINI BUS

1991 H TOYOTA OPTIMO II, 21 seater + courier, rear large boot, POD, radio/PA.....	£25,000
1990 H MERCEDES 709 BEAVER, 25 bus seats, Telma, p/door, boot, excellent condition.....	£26,500
1990 G MERCEDES 709 BEAVER, 25 bus seats, Telma, p/door, boot, exceptional.....	£24,000
1989 F FORD TRANSIT, dormobile, 16 seater, racks, diesel OD, radio/PA.....	£7,500
1989 F MERCEDES 709 D, new conversion, 24 seater fitted with radio PA, new tyres .....	£23,500

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continental door,  
double glazing,  
radiator heating

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# Show Report

MetroRider. Another Trent bus, a Dennis Lance mounted Sigma, appeared in the demonstration park. One of the differences between the Excel and its competitors is its greater overall width at 2.5 metres, another being the fact that it is framed in steel rather than aluminium or Cromweld. Power is provided by the Cummins 6BT engine driving through an Allison World Series B300R automatic gearbox. It is offered in four lengths between 9.5 and 11.4 metres, the exhibit being a 10 metre bus.

Proving that the double decker is far from dead yet, DAF Bus unveiled the first DB250 low floor chassis alongside a single deck SB220 low floor chassis. With a floor height of 320mm dropping to 250mm and a throat of 925mm, both vehicles are identical to just ahead of the rear axle. After this the DB250 low floor has a transverse DAF Euro II 8.65 litre engine developing 272bhp and the SB220 low floor has a new horizontal version of the 8.65 litre unit developing 218bhp and promising fuel consumption figures 5-8% lower than the previous LT engine.

As well as showing a selection of its buses which included an Olympian with Alexander Royale bodywork believed to be the first double deck bus in Britain with air conditioning, the first B10L for Stagecoach and the 100th B10B for MTL Trust Holdings, Volvo also announced the new B10BLE chassis. This is a low entry version of the B10B which incorporates the independent front suspension system found on the B10L to give a floor height of 320mm kneeling to 230mm. The first B10BLE chassis will be available to bodybuilders early in 1996 and offers a 955mm throat between the front wheelboxes. Elsewhere the B6LE low floor midibus was shown with Pointer body on the Plaxton stand and Crusader body on the Wrights stand. Volvo also announced its new Frontline Support mobile workshops, 20 of which should be on the road by the end of 1996.

None of the exhibits on Scania's stand was a new launch but with 1995 registrations set to be a record at between 270 and 275, and next year promising to be better, the tempo was upbeat. The L113 chassis with



**East Lancs' new Alusuisse body, the Opus 2, was shown on an American built Spartan chassis. The complete bus has a price ticket of £85,000 and the first two have been ordered by Yorkshire Traction.**



**Scania and East Lancs have worked together to produce the Cityzen, a John Worker designed double decker.**

Wrights Axcess Ultralow body is proving popular with one of 20 for Rider York on the stand, and one of four for Bullocks on the Wrights stand. British Bus subsidiary, the Shires, was the customer for another L113, but this time with conventional East Lancs bus bodywork. Scania had collaborated with East Lancs to introduce a distinctive new double deck bus body design

which is being exclusively offered on the N113DRB chassis. Called the Cityzen, it was shown in the livery of Northumbria and is one of 13 for the operator.

East Lancs' stand featured another new product, in fact it was two new products in one being the first body East Lancs has built using Alusuisse techniques and the first American built Spartan chassis for the UK. One of two ordered by Yorkshire Traction, the Spartan TXM 2242 mid floor rear engined bus has a Cummins B series engine and Allison gearbox. Complete with Opus 2 body seating 53 passengers (the second row on each side being rear facing) the price tag is £85,000, compared with £97,000 for a similarly bodied Scania L113. In order to get the vehicle ready for the show Spartan had the chassis air freighted in and it was



**The new Dennis Lance chassis which weighs considerably less than other current double deck bus chassis. The show exhibit is one of two with Northern Counties Palatine 2 bodywork destined for Nottingham City Transport.**

evident in areas such as the step up to the rear seats that there had been a degree of haste in completing the bus. East Lancs promises changes on production models. Operator reaction varied, one comment I heard was that 53 seats was preferable to 40 for your £85,000. Spartan chairman, George Sztykiel, commented 'The thing that we've got to offer is simplicity of design, ruggedness and hopefully a good price.'

Northern Counties, in its first show as part of the Henlys fold, unveiled its new low floor bus based on the DAF SB220 low floor chassis. This dual door vehicle was very well finished and had what I thought was one of the best interior layouts I have seen on a low floor saloon, with normal double seating on the offside and tip up seats/wheelchair or buggy spaces on the nearside between the doors. It was fitted with 40 Scandus seats and had a ramp at the centre door. On either side of it were one of the growing number of Palatine 1s within the Stagecoach group, this example a dual doored Volvo Olympian for Selkent and another Olympian, this time with the more attractive Palatine II body in the colours of East Yorkshire Motor Services. It featured 77 Callow & Maddox Urban 6 seats. A Dart with Paladin Midibus body appeared in the demonstration park.

Walter Alexander's stand reflected the importance of export markets to the company, with a dual door Strider (Export) saloon on a Scania L113 for Trans Island Bus Services of Singapore and a



**Bullocks of Cheadle are one of the latest customers for the Scania L113CRL Wright Axcess Ultralow which has a 70 passenger capacity.**

# Show Report

three axle 12m Volvo Olympian with R type body capable of carrying 136 passengers in the livery of Hong Kong Citybus. For the home market was the 1500th vehicle completed by Alexander for the Stagecoach group, a 9.8m Dash bodied Dart for East London. As previously mentioned an air conditioned Royale for London United's Airbus service appeared on the Volvo stand while a Royale for EYMS was in the demonstration park. Alexander's minibus output was represented by a Sprint body on a Mercedes 811D for Midland Red North, a similarly bodied 709D for Stagecoach appearing on the Mercedes Benz stand.

Mercedes Benz showed a range of buses among which the prototype air suspended 709D with Plaxton Beaver body and the 412D Sprinter were making their debuts, the latter a 15 seat conversion by Autobus Classique. At the other end of the scale 100 years of the bus was celebrated with the presence of the Benz 5hp Landau which



**Low floor buses were much in evidence. Volvo's B10L with Alexander Ultra body appeared on both the Volvo and Alexander stands.**

was the world's first bus. The baby of the line-up is the Traveliner which was shown in Compact and standard layouts, both of which feature 12 Rescroft Defender seats with three point inertia reel belts. Big buses shown were an Optare Prisma bodied 0405 for the GRT fleet of First-Bus, and a Wright 47 23 bodied OH1416 Urbanranger for Midland Choice of Wolverhampton.

In contrast with other manufacturers MAN did not show any complete vehicles displaying a pair of bare chassis, but it did announce a

joint venture with Marshall which will see a full length low floor NL222F chassis available in the UK during 1996.

WS Coachbuilders, part of the UVG Group, launched its new Cromweld framed UrbanStar midibus body, the first example of which was shown in Provincial livery on a Dennis Dart chassis though an MAN 11.190 is also in build. UVG have completely reorganised the Waterlooville plant and invested in developing the product range and the results are encouraging. The UrbanStar was well fin-



**Shown as a prototype vehicle was this Mercedes-Benz 709D with air suspension which will enable the vehicle to meet the 1997 DiPTAC standard.**



**In order to meet the step and floor height requirements of the 1997 DiPTAC recommendations Iveco has developed the Easy Access version of the 59.12 DailyBus which has air suspension on the rear axle. The first example was bodied by Marshall.**

ished with neat mouldings and a distinctive exterior appearance. Alongside the midi appeared UVG's mini development, the former Wessex 2 having been improved to become the CityStar with separate lower exterior panels covered by detachable GRP panels.

Iveco Ford has enjoyed considerable popularity with the DailyBus, the latest version of which is the 59.12 Easy Access which has air

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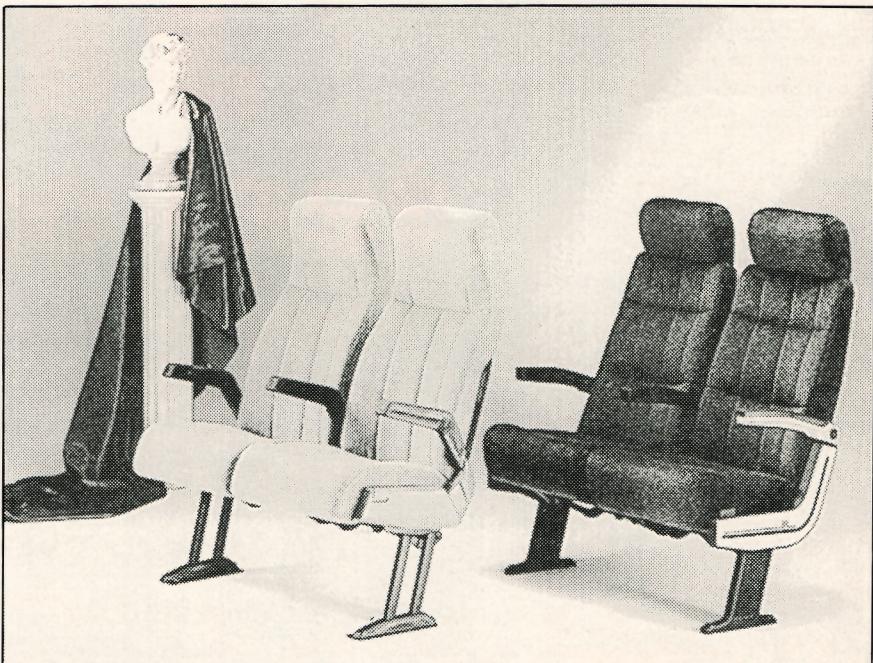
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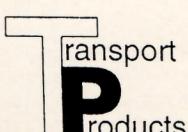
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# Show Report



**On the second Stuart Johnson stand visitors were able to see the Indian built TATA DB709 prototype bus which seats 27.**

suspension on the rear axle and enables the vehicle to meet the 1997 DiPTAC requirements. It costs £3560 more than the standard 59.12 and is available with immediate effect. The demonstration vehicle on the stand was bodied by Marshall.

Possibly the first Indian produced bus to appear at the NEC was the TATA DB709 27 seater which Stuart Johnson has imported. It has pressed steel body panels and all body parts are hot dip galvanised. The vehicle shown was a prototype which is to return to Goa for modifications in the light of the crit-



**Iveco's first serious attempt at winning a share of the British full size coach market was launched with the appearance of the EuroRider chassis carrying coachwork by the Spanish manufacturer Beulas.**

icisms made at the NEC. Amendments made will include the repositioning of the door further forward and alterations to the stepwell.

## **Coaches and Minicoaches**

With seven confirmed orders prior to the show,

Iveco's EuroRider with Beulas coachwork was already off to an excellent start, and Alan Wilson of the AW Group is confident that as a result of enquiries at the NEC this figure will rapidly grow. The chassis comes with a choice of 290bhp or 350bhp engines while the body is 3.425m high

and has air conditioning as standard. The price for the 290bhp version with 53 recliners, video, fridge and courier seat begins at £139,000. This was also the first show for the 35 seat Indcar Eco-3 bodied Iveco EuroMidi, the coach shown being for Hodgsons of Barnard Castle.

Launched at the show on the Yeates stand but not available for the 1996 season is the latest from Jonckheere, the Mistral 50. It appeared in the colours of Clarkes Coaches on a Volvo B10M and was also scheduled to be an exhibit at Kortrijk the following week. Clean curvy lines, a neat contoured dash and an elegant but durable interior look likely to make it a winner. One wonders how many operators will specify chrome plated windscreen wipers.

The Van Hool stand housed both the Alizee and Eos ranges with the Alizees sporting the latest rear end treatment and modifications to the locker door hinges. Completely new for the UK was the Eos 80, a 9.5 metre version of the Eos 90, featur-



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# Show Report

ing the Mercedes OM401LA six cylinder 290bhp engine and a ZF S6.85 gearbox. Either 40 or 41 recliners can be specified.

In addition to the well established Algarve 2 body which was shown on Volvo and MAN chassis, Caetano introduced the new Porto body on a Dennis Javelin 240 chassis. Aimed at those requiring a basic coach with few extra frills the Porto has 57 fixed seats, tinted single glazing, a power operated inswing door, a radio/PA/cassette and destination equipment. Prices are from £109,950 though the seat belts, wheel discs and individual reading lights on the stand vehicle took the price to £112,100 plus VAT. An increased seat rake and shallower steps are promised on future models.

After an absence of a few years, Ikarus has re-entered the coach market with the DAF SB3000WS mounted 350 model exclusively offered by Hughes DAF. Similar in appearance to the earlier Blue Danube, the 350 is



**Making its UK debut was Van Hool's Eos 80 10 metre luxury coach.**

intended to compete with Javelin and fills the gap in the DAF range left by the DHTD and DHS. The coach displayed was a pre production example mounted on the chassis rather than having a space frame. Production vehicles will have a space-frame, a floor raised by 80mm within the same 3.3m overall height, 8.5 cubic metres of luggage, and a shorter wheelbase which will allow a longer front overhang and enable the rather upright dash to be mounted at an angle. The price will be in the £120,000s.



**Caetano's Javelin mounted Porto body.**

Now part of the Evobus group with Mercedes, Setra showed that it is looking to expand the UK range beyond the 250 Special. To this end a S315GT was shown in left hand drive form and created what MD Jim Shuttleworth described as, 'An absolutely incredible reaction.' he hopes that the S315GT will become the first of a family of vehicles which could be introduced over the next five years. With a price of around £175,000, the S315GT offers a six cylinder, 280bhp, Mercedes engine, 53 recliners, air conditioning and double glazing and is expected come to the market late in 1996 or early in 1997. Setra also



**Exhibited to test market reaction was this Ulm built Kassbohrer Setra S315GT.**

showed three S250 Specials with a colourful example for Boons which had Ambiente seating being particularly well received.

Plaxton's large stand was used to good effect to display the 1996 coach range which abandons Quintesse trim in favour of moquette. New were a three axle Volvo B12T Excalibur in the colours of Dodsworths, on the Dennis stand the first Excalibur on a Javelin GX, and on the Volvo stand the first Expressliner on a B10MSE chassis, one of a trio for Durham Travel Services. Among a variety of orders placed at the show was one from Dodsworths for a second similar B12T.

The two years since Coach & Bus '93 when Scania

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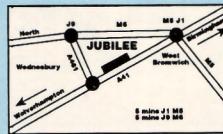
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# Show Report

launched the Irizar Century have proved very successful with around 100 Spanish bodied Scanias sold. The 3.7metre high three axle Century was displayed in the colours of Executive Travel while a two axle example was the latest addition to the fleet of C&G Coaches of Chatteris. Also shown was a K113 Van Hool Alizee for Harry Shaw. Scania Coach Sales were well pleased with the show taking no less than 13 signed orders during it.

Little was new on the AVE Berkhof stand, the Excellence range having established a niche for itself in recent years but here too the story was one of orders taken with two Dennis Javelin GX Excellence 1000Ls for Buddens and a DAF SB3000WS Excellence 1000LD for Ferris Holidays.

WS Coachbuilders have their eyes on the coach market with the UniStar which is mounted on a Dennis Javelin 240 chassis in either 8.5m, 10.0m or 12.0m length options. Displayed in Dawsonrentals colours in the demonstration park, this now features revised frontal mouldings which enhance its coaching credentials. Inside the 57 fixed Richards & Shaw seats were all equipped with lap and diagonal belts and with centre moquette strip, substantial racks and a tidy moulded dash arrangement it made an acceptable and affordable local coach.

Also in the demonstration park was the Buscraft Impala on the Mercedes Benz 814L automatic forward control chassis. One of two for MCH of Uxbridge, it featured air conditioning supplied by AD Coach Systems, 24 Fainsa recliners, a Shades servery, twin videos and a sunken toilet.

Marcopolo produces more coach bodies annually than any other single coachbuilder though most of these are in



**The Ikarus 350 bodied DAF SB3000WS.**

South America. Its push into Europe is beginning with the Portuguese built Explorer model marketed by DSB Sales and the first to be seen on a Dennis Javelin GX chassis was displayed in a 'Water Babies' themed livery specified by Coach Stop of Leigh on Sea. Inside the trim was a tasteful deep pink.

In complete contrast to SJ Carlton's Tata exhibit, the Neoplan range of integral coaches represents the very top end of the market. In eye-catching liveries applied in the company's own workshops a short length high specification Jetliner, a Transliner GX and a highly specified Cityliner tri-axle were accompanied by a Skyliner double decker in the livery of Redcrest. In the demonstration park a Transliner GX was kept busy, and Stuart Johnson showed his belief in offering fully prepared secondhand coaches, an immaculate Volvo B10M Van Hool being sold during the show.

Bova UK, part of the Optare group has been helping the Dutch manufacturer to achieve something of a renaissance in Britain with the Futura range. A Futura FLC Club with 53 recliners for Andy James Coaches had a 275bhp Cummins C series



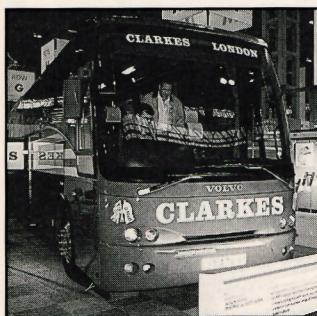
**The first Plaxton Excalibur bodied Volvo B12T.**

engine, as did a Futura express in the demonstration park, while a Futura FHD for MoorDale had the DAF WS 329bhp unit.

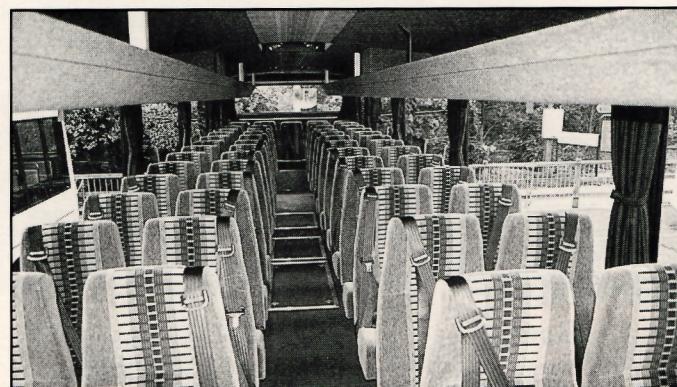
Of the many minibus convertors few exhibited, an exception being Gravells/Cymric Conversions with three Renault Master T35D turbo diesels. A demonstrator with 13 Fainsa Gaudi seats and a sliding door cost from £22,800, although a mini-coach for Whytes of Newmarchar was more highly specified with 16 Richards & Shaw Algarve seats with all age belts, an electric Deans



**Buscraft's Impala body on the Mercedes 814L.**



**The new Jonckheere Mistral 50.**



**The interior of WS Coachbuilders new Unistar Coach design.**

plug door, and a television and video system.

Devon Conversions' two exhibits were a Ford Transit 230 mounted Exe coachbuilt body for 16 passengers or six wheelchairs and a 13 person conversion of the new Mercedes Sprinter which can be adapted to take up to three wheelchairs. A 21 seat bus version of the Transit is also offered.

Toyota's Optimo III range is now well established, examples on display included an 18 seater for Capital Coaches with a large boot and a 21 seater for Horseman.

Autobus Classique announced during the show that they have concluded a deal with Hughes DAF Rentals for the supply of ten 29 seat 814D Nouvelle Executif coaches between February and May 1996. On the stand were Nouvelles for Maynes of Buckie and Brents of Watford. Maynes vehicle had 33 seats while the Brents vehicle had 29 seats, air conditioning and 3.6 cubic metres of luggage space. Up in the air on the Somers stand could be glimpsed the underside of a 24 seat Classique conversion of a 711D and in the demonstration park a Nouvelle Executif with 25 Fainsa Atlanta recliners, two tables and a video.

The Italian Cacciamali Ibis coachbuilt range is marketed in the UK by Robin Hood and all of the three exhibits were on Mercedes Benz 814D chassis, including a super executive vehicle for Angela Coaches. Operators were impressed with the amount of boot space available with the Ibis. Robin Hood claims to have taken no less than 46 orders during the three days.

Coach & Bus '95 appeared to me to have been a tremendous success for all involved. Around 11,000 visitors attended, much the same as in 1993, with the busiest day being the first of the three. We can all go back in two years time to Coach & Bus '97 and see how the industry has changed, meantime there will also be the opportunity to look at buses and coaches at the NEC on October 1-3 1996 when ExpoCoach 96 moves from Telford to hall 3 of the NEC.

**By  
Stuart  
Jones**

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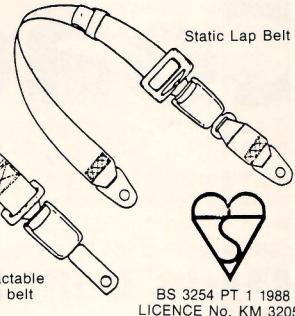
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# Show Review

# Coach & Bus '95

## SECTION TWO

### Martin Cole looks at the Products and Services stands

No one leaving this year's exhibition can have failed to see something new, exciting or innovative and the wealth of new support products was just as great as the variety of new buses and coaches. If anyone was disappointed it must have been because it was just impossible to get round everything in the three days, and those that could only spare one day will have missed visiting a lot of interesting displays. Within the confines of this review it will not be possible to cover every manufacturer or supplier that attended, but I hope to highlight some of the features which attracted attention.

With mounting pressure on the industry to clean up the environment by reducing emissions, it was somewhat surprising that the crusade was being led by the LPG lobby and there was not a British Gas stand to further the interests of CNG. Both Calor and Shell were displaying evidence of the emissions benefits of using such fuel and highlighting its advantages over other gaseous fuels. Calor also staged semi-



**Stand sharing proved a positive bonus for AK Carpets, Duoflex and Ahead of the Rest.**

inars, held in the Metropole, in conjunction with DAF Bus. DAF's Piet Schoenmakers explained much of the technological development of the LP160 8.65 litre engine and its multi-point injection system. After a very thorough and informative talk, visitors were taken for a short trip on bus powered by LPG to witness the performance, quiet running and lack of visible smoke produced by LPG fuelled engines.

The suppliers were also

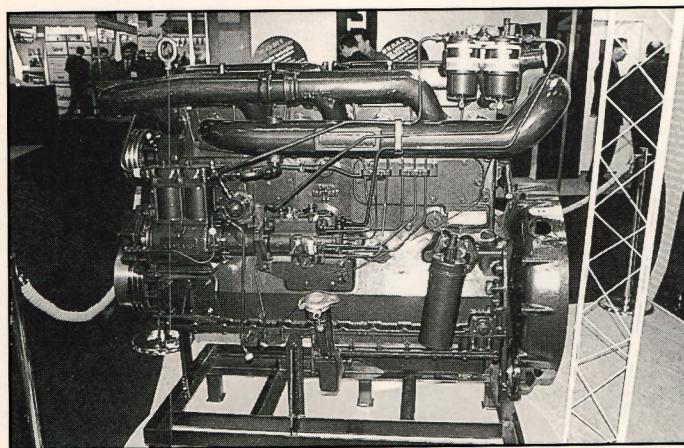
keen to point out that LPG is very easy to store and gives a good operating range as well as quick fuelling, with all the requisite technology and is available now. Although there are problems with long distance travel, which stem from knowing where fuel can be obtained, as demand increases there will be a very quick transformation of service stations and other outlets which will offer LPG as a matter of course.

An example of a DAF LT 160 engine was on display on the Hughes DAF stand along with a simplified systems diagnostic tool called Pitcat. The simple hand held instrument is capable of interfacing

with all popular systems and eliminates the need for PCs in the workshop or a handful of diagnostic units which are only dedicated to specific tasks. It reads a 'chip-card' which is designated to a vehicle and records all its performance data. The chip is removed from the vehicle and inserted into the reader, providing an immediate health check of retarder, ABS, ASR, transmission or any on-board electrical system.

One of the mainstays of any PSV exhibition is the support from the parts suppliers. No business can operate for very long without requiring some spare parts and because many operators no longer stock vast quantities, the suppliers have erred towards fast distribution. Spares supply is a very important market and it was noticeable that larger companies were in evidence and eager to expand their market share.

Multipart Bus Parts, the former Leyland Parts operation, is one company that intends to widen its horizons. Managing director Chris Monks said, 'Our traditional market was a customer base of major operators and this led to us purchasing the MCW double decker parts business in order to retain



**Multipart Bus Parts are finding a lot of work remanufacturing Leyland 680 engines.**

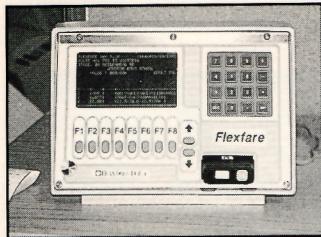


**VDO's integrated dashboard system which is fitted in Neoplan coaches.**

# Show Review

some of the large customers following deregulation. Recently there has been a strong upturn business, particularly on the engine manufacturing front and for Leyland 680s especially.'

He indicated that the company held approximately £2m in stock and carried over 50,000 lines with continuing investment for planned expansion. Around £5m is to be spent on establishing a nationwide dealer network, to introduce new AS400 systems, and to develop new relationships through providing parts for mixed fleets. Plans include having products which will satisfy 95% of the market requirement and the company intends launching four new product groups each year in order to achieve its aims.



**Newbury Data's Flexfare system offers exceptional reporting facilities in conjunction with Meridian's Voyager software.**

Bus Parts, the former Carlyle Parts operation, was using its new name to expand on the success of Carlyle and to exploit the potential of the headquarters site on the outskirts of Birmingham. The product range has expanded in some areas, notably the supply of Hella replacement light units, but there are now extensive facilities for doing contract maintenance, services, repairs and MoT preparation. The stand was shared with J Harris Engi-



**Large numbers of visitors were eager to test the new Coach Manager software from Distinctive Systems.**

neering which manufactures an extensive range of under-chassis components.

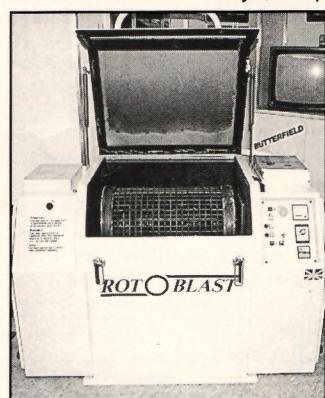
Roadlink International was having its first Coach & Bus appearance and reported a tremendous interest in its range of Koni shock absorbers, brake discs, brake drums, linings, rivets and specialist brake relining equipment. Woodhead RSR, another large supplier, was also showing how it is expanding to meet growing demand and had recently added seat belts to its portfolio.

Coach operators will have been delighted to see a wide range of drinks machines, catering equipment, fridges and toilets displayed by specialist companies. Of particular note was the new self contained kitchen and toilet unit which is now fitted into the rear of Plaxton Expressliners. Produced by Shades Technics, the unit is moulded to fit across the whole rear end of the coach and it incorporates plenty of storage space as well as water supplies, sink and fridge.

On a smaller scale,

although no less important, were drinks vending equipment from Drinkmaster, hot water supplies from Jason Technical, fridges from Indel and a whole range of Frenzel equipment.

To keep appearances up to scratch, another newcomer, Orvec, said it had received a massive response from the three days at Birmingham. The company supplies the 'little things' that make all the difference, like traditional headrest covers or disposable ones which can be printed in corporate colours or to suit the needs of a particular clientele. Other items like meal trays, cup



**A compact brake shoe cleaner from Butterfield Garage Equipment.**

holders, hot towels etc. which might be found aboard airliners, are available too.

On a more basic note, the refurbishment specialists were out in force with some very good examples of their product. A stand shared by three exhibitors, AK Carpets, Duoflex and Ahead of the Rest, proved to be a successful venture with each party being able to pass additional custom to the other. Duoflex specialise in vehicle retrim-

ming, Ahead of the Rest can provide headrest covers and curtains, and AK Carpets has a wide range of carpet flooring and interior sidewall trim.

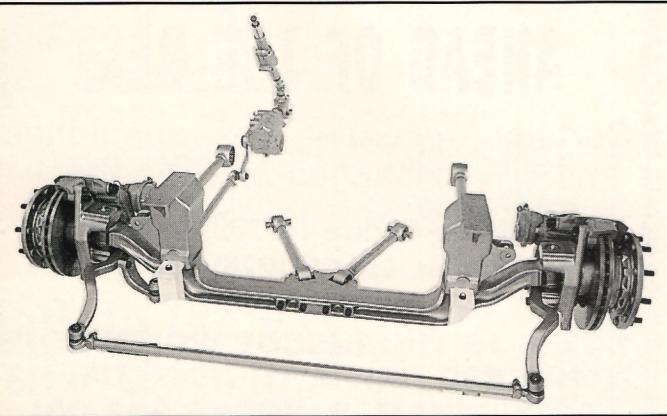
Blackpool Trim Shops and Eastgate Furnishings both provided good display examples of their work and highlighted the differences in services they offer. Blackpool Trim has a large staff contingent and the facilities to completely refurbish a set of coach seats and complete a basic retrim in just one day. Eastgate is a smaller concern but will travel to an operator's premises to install a set of replacement seats on an exchange basis.

John Holdsworth and British Furtext exhibited the moquette materials for which they are noted and Simon Beeley said that the new Holdsworth Nordic range was becoming very popular although still not in as much demand as the Graffiti styles that have dominated recently.

Non-slip flooring also gained something of a boost with some eye-catching new styles from Taraflex and Altro. Martyn Industrials, suppliers of Tarabus and



**Lazzerini seating from Transport Products.**



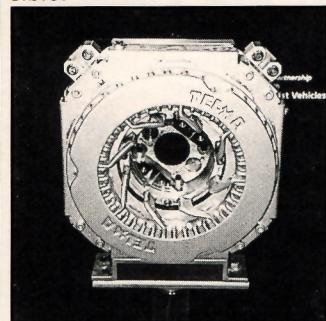
**ZF's new RL85 axle for lowfloor buses.**

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# Show Review

Taraflex had a completely new range, part of which was capable of providing an appearance suitable for coach travel whilst retaining the durability and non-slip properties of the bus material it was derived from. The new lighter and brighter colours from both stables enhance the look of saloon interiors and are in keeping with moves to attract people onto public transport by making buses look as inviting as possible.



**The new lightweight Telma retarder which was jointly developed by Telma and Dennis. It is specially designed for use on lowfloor midibuses and suitable for weights of up to 12 tonnes.**

ZF rang the changes in 1995 with a stand full of new product and the news that it was seeking to manufacture for smaller and lighter vehicles than previously catered for. The company feels that a large proportion of the transport market will move towards smaller and more convenient sizes for intense urban operation and seeks to be ready with the right products to suit vehicle manufacturers.

The new equipment on show, with the exception of the EE-drive, was aimed at the heavyweights. The new

manual gearbox had been specifically engineered to meet with demands from higher horsepower coach engines. The trend for more powerful engines, born of emissions, hours and weight legislation, has highlighted a need for stronger transmission systems to cope with high torque at low rpm. The new gearbox is claimed to comply with those requirements.

For lowfloor bus manufacturers there is a new drop-beam axle which is designed to give the optimum in throat space by concentrating steering, suspension and brakes into as small an area as possible while retaining the necessary wheel movement to ensure adequate manoeuvrability. The EE-Drive is also a product to meet with today's and future requirement for the development of alternative power supplies which generate electricity. The unit is housed within and behind the wheel to allow the maximum of on-board space.

While mechanical devel-



**The integral catering and toilet/washroom facility produced by Shades Techniques for Plaxton Expressliners.**



**Some of the new uniform styles from Allen & Douglas.**

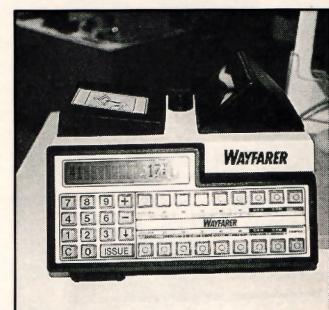
opment in the industry is undergoing something of a renaissance, it remains somewhat staid in comparison to the advances in electrical technology. Whether the subject is fuel management, computerisation, communications, ticketing or instrumentation, vast strides forward have been achieved.

The new integrated dash system offered by VDO, as a complete installation, offers full readout of vehicle condition to the driver. Messages are relayed on an LCD screen which can warn of potential problems such as dropping oil pressure, alternator failure, and even the malfunction of warning lights. The system can be linked via a satellite relay to the control office where any problems can be addressed immediately by contacting a repair facility to initiate recovery or repair as soon as possible. It also provides vehicle location facilities and its in-built electronic tachograph is claimed to be an 'anti-tamper' type.

Advanced specification ticketing equipment, including stored value, multi-journey and smartcard technolo-

gy were also very prominent. Wayfarer had introduced this new technology onto its Wayfarer 3 machines which has greatly increased their flexibility. Almex were able to announce their new system but not to show it as the display model had been impounded by customs. Similar technology had also been built into a portable unit which was being marketed by AES Prodata.

Newbury Data were marketing Flexfare, a combination of a high specification ticket machine allied to Voyager Meridian software. The software package has been in existence for some time but is claimed to be one of the most effective at retrieving data and stripping it into usable forms for management assessment. Voyager also interfaces with other ticketing equipment, notably Wayfarer and Almex.



**A Wayfarer 3 ticketing machine.**

The success of the latest Coach Manager programme from Distinctive Systems was evident by the huge gatherings of people congregating round the display. Robin Cornish said that although there were a large number of stations in operation it was taking some 40 to 45 minutes to demonstrate the capabilities to interested parties. He

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# Show Review



**Some of the new Mobitec electronic destination displays marketed by Sutak.**

reported large numbers of orders which would keep the company busy with installations alone for well into next year. The updated version of the Passenger Booking System is still scheduled for release in 1997.

Cromweld Steels were keen to show visitors the results of tests which showed how well the lightweight stainless steel 3CR12 has withstood corrosion and fatigue after extended service in operation. The company is aiming to develop the use of Cromweld throughout the industry and is seeking to develop partnerships or close working relationships with vehicle designers and manufacturers in order to produce material that has a place in body production.

Those in search of workshop equipment had no shortage of product lines to study. The case for mobile column lifts as a more flexible and competent tool than fixed lifts and pits was strongly presented by Somers Handling, Phil Stockford and ProLift. The Somers exhibit was fronted by an ele-

vated 1939 SOS/SON single decker with a Willowbrook body. Originally built by Midland Red it was refurbished by the Trent Buses engineering team. This attracted more than its fair share of attention and was being treated to more underchassis inspections that it has probably undergone its operational life.

Lifts from Bradbury were also on show from Butterfield equipment who also offered a wide range of specialist equipment from their catalogue. Their stand included exhibits of components washing equipment and a compact brake shoe cleaner.

Autoglym, a recognised name in automotive cleaning and polishing, displayed its new system for dispensing chemicals for use in exterior or interior cleaning. The device meters exact quantities of the concentrate to avoid any damage through overdosing, either to skin or to paintwork or other surfaces. On a larger scale, bus and coach washing equipment was shown by Valetmatic and Karcher although Smith Bros & Webb and Wilcomatic both took shell



**One of Pro-Lift's mobile column lifts**

stands and had no full sized equipment on demonstration. Wilcomatic indicated there could be a new machine in its range in time for the IRTE exhibition in May 1996.

Air conditioning specialists, Sutak, claimed that installation work on its popular systems was already backed up well into 1996. Examples of its hot water boilers and other catering installations were also highlighted and the most recent product range, the electronic destination and message display systems, were attracting a great deal of interest. Air conditioning from Konvecta was shown by Gallay who claimed to be surprised by the amount of enquiries they had received.

In all, the show was so comprehensive that there was too much to see and too much to report on within this space. Success brings its own problems it seems, but the event must be marked down as the best Coach & Bus exhibition for a good few years. Hopefully it marks a turning point in the industry



**One of the latest additions to the growing range of M2 seat producers are Vulcan Engineering.**

which heralds a return to better times, and judging by the equipment and vehicles on display we will have the necessary products available to meet tomorrow's demands.

**By Martin Cole**

## MCKENNA BROTHERS

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# Fleet Additions



## Blue Bus Pointer

The first Plaxton Pointer bodied Dennis Dart for Blue Bus of Huddersfield is this vehicle which meets the Greater Manchester PTE specification. Features include side and rear destination and route number equipment, additional stanchions and bell pushes, split step, luggage pen, and an exterior light above the entrance. It seats 40 and has space for 17 standees.



## R & I Buses take Vectas

Three Optare Vecta bodied MAN 11.190s have completed an order for five of the type from R&I Buses. Equipped with a suspension kneeling device, the Vectas seat 42 with room for a further 16 standees. Equipped with extensive DiPTAC features, the specification also includes side and rear destination displays, hard trim throughout and a luggage pen.



Thirteen Dennis Darts with Plaxton Pointer bodywork from the 1995 FirstBus order have entered service with Midland Red West. All are allocated to the Kidderminster depot for maintenance purposes although some are regularly out-stationed at Ludlow, Hereford and Bridgnorth. Among the duties the 10 metre buses perform are the 192 between Birmingham and Hereford and various Shropshire routes. Equipped with split steps, 36 seats, a luggage pen and a retarder they replace time expired Leyland Leopards.

The company has produced a colour brochure describing the vehicles features to the public.



## British Bus Beaver deliveries

British Bus subsidiary, the Shires, is placing a batch of 33 Plaxton Beaver bodied Mercedes Benz minibuses in service. A variety of specifications have been selected including four manual 811Ds with 31 Lazzerini seats for Hitchin, 15 manual 709Ds with 27 seats and a pen based at Aylesbury (8) and Dunstable (7), and 14 automatic 709Ds based at Hemel Hempstead (2) and Watford (12). The vehicles have manual front TRN gear and Bright Tech side and rear TRN equipment together with combined message maker and bus stopping signs from the same manufacturer.



# De-NOx

— *the recipe for success!*

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The first long distance coach operator to run with De-NOx fitted.

**For reduced fuel costs and a cleaner environment . . . just add steam.**

#### **Can you afford not to use De-NOx?**

As a Transport Manager or Fleet Operator, you know that it isn't easy to please all of the people all of the time. You need to get the best value out of your company's fleet investment whilst responding to the demands of a rapidly changing and increasingly competitive marketplace. And at a time when more and more people are concerned about our environment, you have a responsibility to ensure that your vehicles' emissions are kept to a minimum, so that the air we breathe stays as clean as possible, for as long as possible.

Here at ECO Coach & Bus we have looked into the past to bring you the emission control and fuel economy system of the future.

**Today, with the advent of the De-NOx Air/Steam Inspirator, it's possible to reduce your fleet running costs and help improve the environment — good news for you, your customer and the wider community.**

#### **Introducing DeNOx . . .**

De-NOx is a new device, developed and tested over the last six years by KHM of Doncaster in conjunction with Leeds University Fuel and Energy Department. It has also undergone extensive testing by a number of leading fleet operators, organisations like yours.

It not only reduces harmful vehicle emissions such as carbon monoxide, carbon dioxide and nitrogen oxide, but delivers significant fuel savings as well, unlike the two-stage catalytic converter, which is only able to reduce CO emissions at the expense of increasing CO<sub>2</sub> pollutants and fuel consumption.

**Above all De-NOx meets Euro II and Euro III standards NOW!**

#### **Just add steam!**

De-NOx works by inhaling steam process, so operating and maintenance couldn't be simpler — you just fill the reservoir with water and the unit does the rest.

#### **It's healthy too!**

When vehicle pollutants are being linked to the increased incidents of such health problems as childhood asthma, the arrival of De-NOx is well timed. By installing it on your fleet vehicles, you know that while your organisation is reducing its operating costs, it is also contributing to improved air quality and, in turn, the health of this and future generations.

#### **Is there a price to pay?**

Fortunately, you don't really have to make a choice, because unlike other environmentally beneficial products, De-NOx will actually save you money, so that it really does pay you to be green. With fuel savings and an increased operating life for each vehicle of up to one year, De-NOx will pay for itself in nine months — even sooner when you consider that operators who install the device will avoid paying the huge fines proposed for excessive exhaust emissions.

#### **Benefits . . .**

- Hydrocarbons reduced by a massive 39%
- NOx emissions reduced by over 19%
- At least 5% fuel savings for both naturally aspirated diesels and turbo diesel intercoolers
- Up to one year's extended engine life due to reduced wear

In fact, fitted to a vehicle which covers a total of 91,000 miles a year at our improved 7.02 mpg rate, De-NOx would save nearly £1,000 — or £50,000 for a fleet of 50 vehicles.

**Other coach companies currently having great success operating our 'De-NOx' device are: Chaseside Coaches — Wilfreda Travel — Birmingham Coach Co — to name a few.**

**Also: Advanced negotiations are in progress — after successful trials with National Bus Coach Companies such as StageCoach — for substantial fleet orders.**

Should you require ANY further information contact:

**B. J. CANNON — Project Manager, ECO Coach & Bus Co,  
Unit 12, Bootham Lane Industrial Estate,  
Dunscoft, Doncaster DN7 4JU  
Tel: 01302 842714. Fax: 01302 842743**

ECO Coach and Bus Company are the sole distributor of the De-NOx Inspirator for buses and coaches in the UK.

# FORECOURT

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DipTac, 27 seater, wide door, long test

#### 1992 709D AUTO

DipTac, 29 seater, low miles, long test  
For Full Details Ring Chris Jones

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**1986 DAF DKV JONCKHEERE P50**  
51R, toilet, video, fridge, drinks etc, VGC, tour work only £36,500

**1992 RENAULT MASTER** Diesel, 16 seats, hi top, luggage area, excellent vehicle **OFFERS**

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A selection of contract vehicles are also available, all MoT'd and in good condition from £2,500

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329/6820/FC

## 1984 VOLVO B10M VAN HOOL COACH

49 seater with toilet, painted all white, completely re-upholstered, 12 months test

**£45,000 + VAT ono**

01245 362054 or  
01277 233144

329/6703/FC

**1979 VOLVO B58**, semi auto Plaxton IV, 53 seats, finished in white, awaiting new MoT, PP, nice all round condition.. £10,000 ONO + VAT

**1980 V REG FORD**, 53 seater coach, new ticket..... £1,750 ONO + VAT

**2 x DAIMLER FLEETLINE DMS DOUBLE DECKERS**, 68 seaters, MoT's..... £4,000 ONO + VAT

**Tel: 0116 2461755**  
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## 1983 VANHOOL ASTROMEGA EXECUTIVE

73 seater decker, wired for video, all white, red interior, tested June '96

**£26,500**

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329/6825/FC

## Scania Coach Sales

'87 SCANIA K112 PLAXTON 3500, 49 R + C, toilet, video.....	£69950
'87 DAF BOVA FUTURA 49 R + C, Toilet, air con.....	£69950
'88 SCANIA K112 PLAXTON 3500 49 R + C, Toilet .....	£77750
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Example low start finance deal on '88 K112 Plaxton 3500 over 4 years:

**A**

6 monthly payments of £999.00 followed by  
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**1984 DAF BERKHOF ES-PRIT**, 49 recliners, centre toilet, water boiler, radio PA, wired for video ..... £20,000 ono + VAT

**1986 DAF LAG GALAXY**, 53 recliners + courier seats, Webasto, radio PA..... £30,000 ono + VAT

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329/6542/FC

**1978 (T) BRISTOL LHS SUPREME**, 35 retrimmed seats, PAS, power door, new engine, Eberspacher heating, MoT 3.96 ..... £6,250 + VAT

**1975 (N) BRISTOL LHS SUPREME**, 33 seats, Express doors, Eberspacher heating, MoT 2.96 ..... £3,750 + VAT

**1979 (V) TRANSIT Diesel Dormobile**, 16 seater, MoT 6.96 ..... £1,650 + VAT

**Cunningham Carriage Company**  
**01375 676578**

329/6465/FC



## 1987 SHERPA

20 seats, 2 standing, new clutch, recon gearbox, new brakes, electric doors, superb condition, MoT Aug '96. Available 2nd October.

**£3,450 + VAT**

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329/6407/FC

**1982 VOLVO B10M Plaxton Supreme**, radio cassette/PA, power door, curtains, Webasto, new style front, 53 reclining seats, engine rebuilt last year, MoT Feb 1996 ..... £14,995 + VAT

**1993 LDV 400**, luxury high top 16 seater, fully seat belted, air intake/extractor, radio cassette, MoT March 1996 ..... £10,995 + VAT

**Tel:**  
**0141 637 2234**

329/6539/FC



## PLAXTON 2300 1983 DAF MB200

MoT late November 1996. Telma, 51 recliners plus courier. Very clean and tidy inside, body needs little attention.

**£24,000**

**Tel: 01227 710493**

329/6582/FC

## 1988 RENAULT DODGE

50/6 series, Alexander body, 25 seats, 8 standing, tested till 26 Sept 1996, taxed till June 1996

**£6,100 ono**

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**SPENCER OF LEVEN**

329/6642/FC

**1981 FORD PLAXTON**, 53 seats, power door, all white, 12 months test..... £3200

**1978 LEYLAND DOMINANT**, 53 seats, power door, tested Jan 96. £3500

Reliable contract coaches. £6200 for both or exchange newer coach

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329/6549/FC

## 1987 (PP) DAF SB 2300

Duple 340, 53 + courier, radio, PA, cassette, TV monitor + video, toilet and drinks, MoT June 96

**£37,500 ono + VAT**

Consider part exchange for 35/45 seater or 11 metre Leopard

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329/6599/FC

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1988 FREIGHT ROVER, low roof, petrol, 16 seater, new MoT, taxed, resprayed (white), unlettered ..... £2,400  
1981 X BRISTOL LHS ECW, 29 high back seats, 7ft 6inches wide, new MoT, all white, unlettered, fitted with tacho ..... £4,750  
1980 LEOPARD 12M DOMINANT II, with 53 recliners + 8 standing, p.door, destination gear, good clean coach, MoT 4/96 ..... £6,250  
1980 BEDFORD YMT DOMINANT II, 53 seats, reasonable all round, p.door, new MoT ..... £2,950  
1980 V/W DAIMLER FLEETLINE GARDNER / ALEXANDER, low height single door, 75 seaters, good MoT's, choice All + VAT  
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329/6641/FC

# FORECOURT

<b>MBZ 6409 1980 VOLVO B58 DUPLE DOMINANT</b> , 53 seater, new engine, new seats, seat belts, air door, new paintwork (plain white). Tested to July 1996 .....	£12,950
<b>SFV 462X 1982 VOLVO B58 PLAXTON SUPREME</b> , 53 seater, new seats, seat belts, air door. Tested to March 1996 .....	£19,950
<b>PJI 4315 1984 LEYLAND TIGER DUPLE DOMINANT</b> , 53 seater, new seats with seat belts, new paintwork, air door. Tested to October 1996 .....	£19,950
<b>A20 MCW 1990 VOLVO B10M PLAXTON PARAMOUNT 3500</b> , low driver position, full executive with air conditioning, seat belts, wired for video. Tested to August 1996 .....	£28,950
<b>ALL VEHICLES IN MINT CONDITION</b> CONTACT: MALCOLM WRAY <b>WRAYS OF HARROGATE</b> (01423) 522466 (01423) 780991 (evenings)	

**(E) Duple 425**  
57 seats, new MOT, 18 mpg, Cummins, good all round vehicle, R/C/PA  
£42,000 + VAT  
Tel: 01708 630555  
Evenings: 01708 228116

329/6830/FC

**1991 SCANIA K113 PLAXTON 3500**  
49 seater, TV monitor, video, toilet, fridge, drinks machine, ABS, tempo 100, centre continental door, curtains, electric retarder, centre carpet, econo cruise. MoT 18/5/96  
£85,000 plus VAT  
Tel: 01529 302473

6160/FC

**1987 MERCEDES 709D**  
21 coach seats, full service history, low mileage, curtains and arm rests  
**£12,000 ovno + VAT**  
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329/6702/FC

**Replacement Vehicles Coming**  
**PRICES REDUCED**

**1983 BEDFORD YNT**, 53 seater, Domi IV, new front, good honest vehicle, MoT to June '96... £5750 ovno + VAT  
**1982 DAF SB 205**, Plaxton Supreme V, 12 mtr, 53 seater, MoT March '96, both FTA inspected. £10,000 ovno + VAT  
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JCS Coaches

329/6708/FC



**1986 (C and D reg) Ford Transit Di Diesel**, 16 seat service buses, Carlyle/Dormobile conversions, power doors, moquette seats, destination gear. Our price includes full mechanical inspection/report, respray and new PSV MoT .....

..... all for £3,000 nett plus VAT. Others available from £2,495 plus VAT

Part-exchange welcome, licenced credit brokers. Telephone Houston Ramm on Rochdale (01706) 750570 anytime



£3,995 plus VAT

£1,995 + VAT

£2,695 plus VAT

329/6719/MB

**1986/7 (C and D reg) Iveco**, 49, 10, 19 and 21 seaters, Robin Hood bodywork, some with coach seats, all with new MoT's and full mechanical inspection/report, a wide selection available NOW from .....

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**1983 Y Mercedes 508D**, 21-seater coach, Reeve Burgess body, long MoT, excellent condition.....

**1983 Y Mercedes 307D**, 12-seater coach, Reeve Burgess conversion, new MoT, excellent value at just.....

**1986/7 D Dodge S56**, Northern Counties 20-seat buses, new MoT's, choice from £4,195 plus VAT

**1987 D Freight Rovers**, Carlyle bodies, 20 seats plus standees, choice available from just.....

..... Part exchange welcome, licenced credit broker. Telephone Houston Ramm on Rochdale (01706) 750570 anytime

329/6719/MB

**1987 DAF SB2300 CAETANO ALGARVE**, 49 seater, toilet, TV & video and drinks machine.

**1984 DAF SB2300 PLAXTON PARAMOUNT**, 53 seater

**1984 MAN SR280**, 55 seater

**1984 BEDFORD YNT LAZER**, 53 seater

**1983 LEYLAND DOYAN**, 50 seater

**1987 LEYLAND SHERPA**, 18 seater

**1987 LEYLAND SHERPA**, 16 seater

(Both with Bus spec and power door)

Part exchanges considered against above

**Tel: 01203 462272**  
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329/6591/FC

**1975 National**, with full DIPTAC conversion including non slip floor, soft trim seats, extra hand rails, palm operated bell pushes, tested July 1996 .....

£6,750

**1973 National**, test expired .....

£2,500

**1977 National**, test September '96.....

£4,950

**1979 Leopard Plaxton**, 49 seats, test June '96.....

£7,500

**1976 Leopard Plaxton**, 57 seats, test October '96. £5,000

**TELEPHONE 01203 643200**

329/6644/FC



**1979 BEDFORD YMT 500**, 53 retrimmed seats, tested until June 1996, taxed re-con gearbox recently fitted, good all round, body finished in white.....

£5950 + VAT

**1981 VOLVO DUPLE B58**, semi auto, 46 reclining seats, toilet compartment, wired for TV/Video, radio/cassette/PA, tested until August 1996, taxed, good body, finished in white... £11,500 + VAT

**B10M short block** ..... £600 + VAT

**Tel:**  
**0181 472 5954**

329/6848/FC

**1988 SCANIA K112 INTERCOOLER TWIN DECK JONCKHEERE JUBILEE P99**

73 Pax seats, double courier seat, 6 x TV + video, drinks machine, toilet, servery, fridge, radio, PA system, immaculate interior, immaculate bodywork, new tyres, clutch, turbo, brakes, Telma, speed limiter recently fitted, tested until July '96

This coach is ready to go — no money to spend at all

**£75,000 ono**

**May take cheap P/X**

**Tel: John now on 0831 729402**

**First to see will buy**

329/6846/FC

**1994 L Reg Bova Futura Club FLD**, 53 seats, MoT 3/96.....

£115,000

**1988 E Reg Bova Futura FHD**, 49/53 seats, MoT 2/96. £56,000

**1983 Y Reg Bova Europa**, 53 seats, choice of 3, various MoT's .....

£18,000

**1987 D Reg Freight Rover**, 20 seats, MoT 8/96 .....

£3,500

**1986 D Reg Freight Rover**, 20 seats, MoT 8/96 .....

£3,400

**1976 P Reg Bedford Duple**, 53 seats, MoT 9/96 .....

£2,500

**1975 P Reg Ford Willowbrook Bus**, 54 seat, MoT 11/95 .....

£1,500

**1976 P Reg Leyland Leopard**, 53 seats, MoT 9/96 .....

£3,250

ALL PLUS VAT

Contact:

**RAY THEOBALD, TELEPHONE: 01705 580522**

6560/FC

**1984 BERKHOFF AEC**

49 reclining seats, Webasto, radio/cass/PA, carpets, taxed and full MoT, all white

**£15,000 + VAT**

**Tel: 01302 866193**

6403/FC

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### Hall Coaches

**1986 Metroliner**, 72 seats, MoT Aug '96, new gearbox & diff, all white .....

£15,000

**1987 Metroliner**, 53 seats, highliner, MoT March '96, black in colour, recent engine overhaul .....

£21,000

**1978 AEC**, 53 seats, test Aug '96. £3,500

**1976 Bristol LHS**, 35 seats, test Sept '96 .....

£3,500

**1986 Sherpa**, 16 seats, recent engine, gearbox + clutch, test due .....

£1,750

All Plus VAT

Possible part exchange

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329/6652/FC

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**1983 VOLVO B10M DUPLE CARIBBEAN**, toilet, galley, fully belted, 44 seats, curtains, radio/PA, courier, Telma, ferry lift, continental door, certified for 14 clamp wheelchairs .....

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**1979 LEYLAND LEOPARD PLAXTON SUPREME**, 45 seats, grant door, new PLS lift, and test.....

£12,000 ono

**1990 OPTARE CITYPACER**, underlift, 25 seats, 9 remove/4 wheelchairs, long test .....

£12,500 ono

Finance or P/ex possible

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329/6844/FC

**1984 NEOPLAN JETLINER**, New style front, full exec 49 recliners with toilet, fridge, video/TV, Mercedes V8 power continental door etc, MoT April '96.. £37,000 + VAT ono

**SR280**, 53 seater, reclining M.A.N. new engine/box year ago, good all round condition .....

£12,500 + VAT

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329/6653/FC

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1974 AEC SWIFT, 505 engine, ex Blackpool Corporation, 2 owners from new. £650 + VAT. Ivan Thomas 0181 397 4276/0181 397 3774.

329/6663/AE

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329/6581/BED

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329/6615/BED

## 1981 BEDFORD DOMINANT

53 re-trimmed seats, new gearbox/clutch, very clean, power door, side lockers, MoT Feb/96

**£4,900 + VAT**

Tel: 01376 320501 (Essex)

329/6546/BED

BEDFORD PLAXTON PANORAMA ELITE III, for spares. Offers. Tel: 01254 661156, 0831 806621 Mobile.

329/6804/BED

## BEDFORD

1987 BEDFORD YNF DUPLE LAZER 11, PP, 53 seater coach, fitted with radio/stereo, Ferry lift etc. Excellent condition.

**£16,950 ono + VAT**

May part exchange for older Bedford or Minibus

Tel: 0115 968 0141 Day  
0115 964 0300 Eve

329/6837/BED

1976 BEDFORD, 45 seater, Duple body, 10 months Class 5 MoT, excellent engine and many new parts. Good for spares or tidy up. £1,000 secures. Tel: 0141 848 0203.

329/6826/BED

## 1987 8.5M BEDFORD PLAXTON 35 str

8.2 litre turbo engine, E type semi reclined seats, low mileage due to being permanently used on our airport division apron work. Must be seen. Substantial amount of Bedford spares to be released with vehicle as this is our last Bedford coach

**£27,500**

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329/6661/BED

1987 YNF DUPLE 320 53 + toilet, recent new engine, ZF box, modern coach Blythswood Motors (Glasgow) 0141 221 3165 329/6865/BED

## BEDFORD

### BEDFORD ALGARVE EXECUTIVE

with toilet & 51 reclining seats. 1987 'D' finished in white, well cared for, excellent condition

**£19,500 HP arranged**

**Waddons  
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329/6666/BED

1986 BEDFORD PARAMOUNT 3200 500 TURBO, 53 seater, engine rebuilt 1995, new single plate clutch fitted, MoT + taxed 1996. £23,000 + VAT Tel: 01623 650241 (Notts)

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BOVA FUTURA 1985, 53 SEATER, radio and P.A., power door, outstanding condition for year, full maintenance records. £25,000.00 + VAT ono. Tel: 0116 2786374 Woods Coaches, Leicester.

329/6646/BO

## BRISTOL

1981 BRISTOL LH5, ECW, 29 dual purpose seats, tidy little bus, nearly new tyres. £2,425 + VAT ono. Tel: 01761 415293.

329/6459/BR

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### 1993 'L' REG CAETANO OPTIMO III

18+ courier seat, in good condition, slight bodywork needed, MoT and taxed until December

**£32,500 + VAT**

**Tel: 01484 866643**

329/6819/CA

## DAF

### 1989 (G) DAF SB2305 Duple 320 SL

57 reclining seats, radio/cassette/PA, curtains, centre carpet, grey interior MoT 9/96

Excellent condition

**£47,750**

### 1991 (J) DAF SB2305 Plaxton Paramount MKIV

53 reclining seats, radio/cassette/PA, curtains, centre carpet, arm rests, grey interior MoT 9/96

Excellent condition

**£71,500**

Pearces Private Hire (01865) 340560

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## DAF

### DAF SB2305 DUPE 320

First reg 1988. F plate, 49 reclining seats + courier, D/glassed, rear floor mounted toilet, hot drinks servery, centre carpet, 6 speed splitter box, radio/PA monitor, video, excellent condition inside and out, test till March '96. Part ex considered

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329/6849/DA

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ROUTEMASTER (1961) TAXED AND CLASS V, MoT tested to May 1996, AEC engine, mechanically and bodily excellent, superb example, original throughout. £5,250. Tel: 01274 881640. 329/6583/DD

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1988 SBR 3000 PLAXTON 4000 68/70 PAX seats + courier, toilet, servery, drinks machine, large fridge, wired for TV and video, radio/cassette and PA, well maintained, MoT March and July '96

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329/6659/DD

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NOV 93 DENNIS PLAXTON PREMIERE 320, 53 reclining seats + courier, continental door, low mileage, finished in white. Choice of 2. Very clean. P.O.A. Tel: 01698 372452.

329/6585/DE

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**1989 Full exec**

Centre sunken toilet, 53/57 recliners with armrests, owned from new, superb condition. Cummins engine, possible work available, sale due to new acquisition

**£49,950 + VAT**

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329/6828/FO

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53 seats, MoT till Jan 96  
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MERCEDES 410D, 1992 K, 15 H/B seats with three point seatbelts, parcel shelves, hatches, stereo, unmarked white exterior, taxed and tested. £13,750 + VAT. Tel: 0181 954 7947. 329/6650/ME

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14 seater, unleaded 2.0 petrol Weber Conversion 5 speed, LWB front entry, PSV Test Aug '96, Tax Dec, COIF, well maintained

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**FIAT DUCATO** 1993, 14 seater, PSV, 35,000 miles, seatbelts. £8,500 + VAT. Tel: 0181 520 6996. 329/6821/MB  
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**1990 RENAULT MASTER T35**, Turbo, 15 hi-back seats, underfloor luggage space, rebuilt engine, MoT Oct '96, taxed, nice condition. £8,500 + VAT ono. Tel: 01507 601630. 329/6839/MB

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15 seater Wheelchair accessible

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Turbo diesel, PAS ..... £21,995

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PEUGEOT BOXER, 12 seater, diesel, SWB, low roof, PAS ..... From £13,950

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FIAT DUCATO 1988, diesel 14 seater, yellow, with grey interior ..... £6,950

FORD TRANSIT 1989, 14 seater petrol, white. £5,950

TALBOT EXPRESS 1985, diesel, 14 seater, white ..... £5,450

FORD TRANSIT 190 1991, 20 seater, coachbuilt power door ..... £14,750

MERCEDES 609 1987, 23 seater, 1987 ..... £12,450

TALBOT EXPRESS 1990, 12 seater ..... £6950

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PEUGEOT 309 GRD TURBO, 1990, white, taxed and tested ..... £3950

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FORD TRANSIT 1987 Petrol, white ..... £3,950

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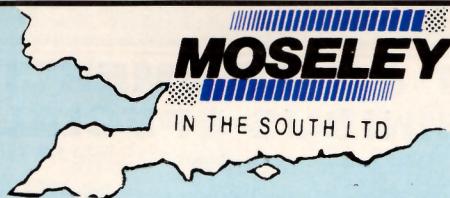
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32.../9666/UN



## VOLVO VAN HOOL BOVA TOYOTA OPTIMO

**1993 VOLVO B10M PLAXTON PREMIER 3500**, 53 reclining seats, continental door. Interior — red; Exterior — white. MoT September 1996

**1991 LEYLAND SWIFT**, 37 seats + 8 standees. Interior — autumn tint; Exterior — cream. MoT February 1996

**1990 VOLVO B10M JONCKHEERE DEAUVILLE**, 51/53 reclining seats, rear sunken toilet, continental door, water boiler, wired for video & monitor. Interior — grey/red; Exterior — white. MoT July 1996

**1989 MAN JONCKHEERE DEAUVILLE**, 49 reclining seats, centre sunken toilet, continental door, driver's bunk, video and monitor, water boiler, fridge, double glazed side windows, Telma retarder. Interior - grey/red; Exterior -silver. MoT January 1996.

**1989 VOLVO B10M PLAXTON PARAMOUNT 3500**, 49/53 seats, demountable toilet, continental door. Interior — autumn tint; Exterior — white. MoT November 1995

**1989 VOLVO B10M VAN HOOL ALIZEE**, 52 reclining seats, double glazed side windows. Interior — autumn tint; Exterior — white/blue. MoT January 1996

**1989 LEYLAND TIGER DUPLE 320**, 53 reclining seats, double glazed side windows. Telma retarder. Interior — autumn tint; Exterior — green/black. MoT March 1996

**1988 DAF DKFL CAETANO ALGARVE**, 49 reclining seats, centre sunken toilet, continental door, water boiler. Interior — autumn tint; Exterior — white. MoT September 1995

**1987 LAG PANORAMIC**, 49 reclining seats, centre sunken toilet, continental door, fridge, boiler, driver's bunk, double glazing, Telma retarder. Interior — grey/red; Exterior — cream/red/blue. MoT November 1995

**1987 BEDFORD YNV DUPLE 320**, 53 reclining seats, power operated door. Interior — autumn tint; Exterior — white/red. MoT March 1996

**1986 MERCEDES JONCKHEERE P599 DOUBLE DECKER**, 77 reclining seats, toilet, fridge, water boiler, TV & video. Interior — grey/red; Exterior — duo blue. MoT September 1996

**1984 DAF DKFL CAETANO ALGARVE**, 53 reclining seats, courier seat, continental door. Interior — grey/red; Exterior — white/yellow. MoT March 1996

**1983 MAN SR 280**, 49 reclining seats, centre sunken toilet, continental door. Interior — red; Exterior — red/cream. MoT March 1996

**1977 BEDFORD YMT PLAXTON SUPREME**, 53 seats. Interior — red; Exterior — white/maroon. MoT March 1996

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Only 3 remaining

AUGUST 1993 (L REG) MAN 11.190 Berkhof Excellence 1000, 33 recliners + courier, double glazed, rear saloon toilet, hot drinks unit, fridge, video, Telma, Webasto and full Sutrik air conditioning.

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MERCEDES 609D 87/D, 19 seater, full size coach seats, Mellor.....	£11,995
MERCEDES 608D 86/D, 21 seater, all in good shape.....	£7,950
MERCEDES 608D 85/C, 25 seater, mechanically & body.....	£8,250
MERCEDES 608D 83/A, 21 seater .....	£5,950
MERCEDES 408D 89/G, 12 seater, with luggage pen.....	£9,995
MERCEDES 407D 89/F, 16 seater, (8 face for/8 face in), power door.....	£6,995
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**1990 G TALBOT 2.5 TRI-AXLE**, 12 seats, wheelchair facilities. White exterior, MoT March '96.

**1988 E TALBOT EXPRESS 2.5 DI**, side door, white exterior

**1987 D/E TALBOT 2.5 TRI-AXLE**, 20 seats, power door, luggage pen, Diptac spec choice of 4.

**1987 D FREIGHT ROVER 2.5**, 16 seat luxury minicoach, MoT Nov '95

**1986 C FORD TRANSIT 2.5 DI**, 16 seats, 5 standees, power door, choice of 2. £1250 each + VAT

**1986 C LEYLAND TIGER CUB VANGUARD I**, 32 seat bus, manual gearbox, power door, dest gear, MoT May '96.

**1982 Y FORD 360 T DUPLEX DOMINANT 4**, 53 seat coach, white exterior, MoT March '96.

**1979 T LEYLAND NATIONAL S10 Engine**, 49 seats, 24 standees, MoT Jan '96.

**1976 R LEYLAND LEOPARD 680**, semi auto Duple Dominant bus body, 53 seats, MoT July '96.

**1979 T BEDFORD 500 DUPLEX DOMINANT 2**, 53 seat coach, MoT March '96 .

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329/6586/TB

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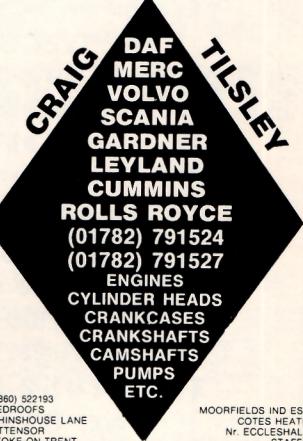
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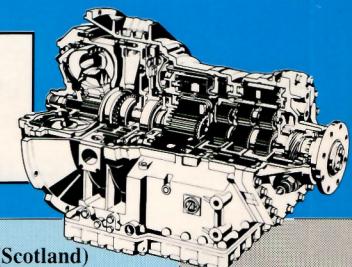
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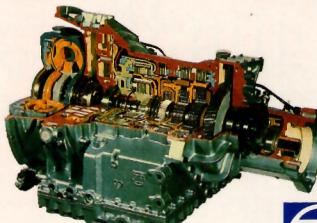


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Most people spent at least 10 minutes trying to differentiate between four pairs of windscreens, each consisting of a PSV Glass part and the equivalent OEM product.

Some entrants took more than half an hour going over them with a fine tooth comb.

One person used a ruler. Another measured the screens with a micrometer.

For our part we played it straight. There were no "hidden catches".

We put our products on display, alongside OE parts, so they could be examined in the minutest detail. A real opportunity to look at OEM and PSV Glass products side by side.

Our competitors have been implying their parts are better quality than ours. We say there is no difference.

Out of 865 comparisons made by entrants, only 48% identified the OE parts. 2% less than the 50%

we had expected on an evens-chance basis. Hardly supportive of our competitors' claims. If anything, it went the wrong way for them.

Even though very marginally more judgements thought our products were OE, we do not regard that as justification for extra quality claims for PSV Glass products.

But amazingly, some visitors to our stand did regard some of our products on display as being better manufactured than the OE parts. They told us so. The odd thing was that some of these people were themselves OEM suppliers.

So what? All our products comply with E43r and so do the OE products.

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